



Find out why organisations trust us to manage over **\$1.7 BN** of projects each year.



Aviation Case Study

Managed PMO

CHALLENGE:

Our client needed a flexible model that had a direct relationship to the ebbs and flows of the industry in order to manage its costs.

RESULT:

We provided low cost Business Analysis, Project and PMO management capability in the form of an extended workforce which can be scaled up and down based on demand and funding capacity. This has resulted in over 8 years of successful project delivery.

Our client established a new low cost carrier, which focused on a lean operating model to maximise efficiencies locally and internationally. The organisation was immediately placed under pressure to deliver when the low cost fares were launched, whilst the company was still in concept phase.

Our client was quick to acknowledge they needed a strong project culture with multiple capabilities for the airline to be successful. The challenge was this requirement was in conflict with the working capital constraints of a low cost carrier. Skills required for today would be different for tomorrow as the business evolved from concept to operational. Our client needed to focus on its core business – taking bookings and offering the lowest possible cost.

PM-Partners were engaged to help deliver and own the project portfolio and the frameworks identified by the client, this included setting up the initial shared services business unit as well as running the PMO. All services needed to be delivered as part of the airline taking into account all industry requirements, standards and cultural needs.

Our client needed a flexible model that had a direct relationship to the ebbs and flows of the industry in order to manage its costs. We provided low cost Business Analysis, Project and PMO management capability in the form of an extended workforce which can be scaled up and down based on demand and funding capacity.

The model has allowed our client to maintain a position of having the right skills and expertise at the right time without an FTE commitment. This has resulted in over 8 years of successful project delivery, industry leading cost management and international expansion. Continued growth through increasing oil prices, reduced capital and the Global Financial Crisis.

*“Moving our projects into a variable delivery model under the agreement with PM-Partners means my team can focus on core business whilst continuing to **ensure projects deliver to the business.**”*

*PM-Partners run the PMO, project management and business analysis.
So my team is 95 % focused on running the business”*

CHIEF INFORMATION OFFICER

PM-PARTNERS.HELPING YOU GET BETTER RESULTS FROM YOUR PROJECTS, PROGRAMMES AND PMOs